

Business Career of Peter Flint

A Story of Salesmanship by Harold Whitehead

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CXCVI

I'VE GOT to change my boarding house! No, it's nothing that I've been doing this time. Francis and I are going to find rooms together further up town.

He's getting along fine with the Republic Cutlery Company. He's the credit manager there, you remember.

The boss of the concern told Francis when he went there that the regular office force were nuts, who were as devoid of ideas as pigs are of flesh.

When the old credit manager was fired because he couldn't hold down the job—the story is that he used to toss up to see if he'd give credit; heads the customer got credit, tails he didn't. The boss, his name is Mills, waited a few days to see if any of his regular force asked for the job.

Not one of them came up to the mark, so Mills got hold of Francis for the job.

But I am forgetting to say why we are leaving Thirtieth street. See our landlady is a widow from Kentucky, and she has no son, and she wants to go back to her people, so she tried to sell the house, which she owns.

She gave it to several real estate men, and some time ago one of them, a regular shyster he is, brought a man to look at the place.

He didn't want to pay the top price asked, and while the landlady was willing to take less, the real estate guy said

"No." He said the man would pay the price if she held off a bit.

A few days later one of the other real estate men brought the same man to the house. He had quoted the same price as the first, and when they were inside, then well be sure everything will be all right, he decided to buy and takes possession at the end of the month.

He's going to take only girls. His wife is a nut on "helping lone city girls." Hence the deal.

Yesterday the poor old landlady had a fierce time. She told me about it tonight. Mr. Trimmer, the first real estate man, called at the house with a seductively looking chap, and when they were inside told the landlady that she couldn't sell the house without clearing him out!

"Claim? Claim?" You-all have no claim, Mr. Trimmer," she said.

His only reply was, "Get it, Joe."

What do you think that foxy lady did? She flirted with the old codger!

Finally he said: "I gotta get some meat to eat. I'll be gone long," and put on his hat and coat.

"No, do be gone long," the old lady said. "I will soon be back, won't you? I'll be expecting you!"

Then the door slammed as he va-

moseed. It wasn't long before he returned, and the door had been put on the latch, so he rang the bell.

"Who's that?" asked the landlady.

"It's me, the keeper. Let me in hurry up!"

"I think," she laughed, "I'll stay inside and you can keep watch outside. Then we'll be sure everything will be all right."

Well, he kicked up a rare fuss—but nothing doing.

Believe me, when a woman gets real busy she can fool a man every time.

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PIG—Receipts, liberal: Market weak on heavy calves at \$14 to \$18. Demand

LAMB—Receipts, moderate; supply liberal: Market on choice fresh stock about steady at \$12 to \$20; others slow at \$15 to \$20. Demand

MUTTON—Receipts, moderate: Market very slow at \$16 to \$21. Demand

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